

IN THE SPECIFICATION

Please substitute the amended paragraphs below for the same paragraphs in the specification. Changes are presented with additions underlined and deletions in strikeout text. No new matter has been added in amending the specification, which corrects grammatical and spelling errors.

For the paragraph on p. 9, lines 3-11:

C1
~~Value~~ Value drivers may include, but are not limited to, anything that will increase revenue, reduce costs, or reduce assets necessary for a business. It is desirable to reduce operations costs, maintenance costs, distribution and development costs, customer service costs, service delivery costs, manufacturing costs, and so on. It is also desirable to increase sales, market share, sales growth, number of customers and amount of sales per customer and sales per transaction. It is desirable to create innovative new products that find market acceptance, and to create those products in ever-shorter development cycles. It is desirable to find new channels of distribution that decrease the time to market as well as distribution costs.

For the paragraph that begins on p. 10, line 27, and ends on p. 11, line 8:

C2
A computerized search, as shown in Fig. 5, is one method of evaluating a business proposal. A portal wide advanced search 50 is desirably accomplished using a search engine 51 or more than one search engine. The databases 52 to be covered may include those that are available generally, such as the Internet, or external, subscriber-based databases, such as Dialog®. Databases covered may also include proprietary databases, such as an internal knowledge exchange or database 53, proprietary to the person or entity making a proposal, or to a person or entity evaluating a proposal. Desirable elements of the database may include general business information, but may also include information specific to a given potential customer or to a particular type of deal. One embodiment of an institutional memory useful as a database is a customer relationship repository, wherein resides a substantial portion of data concerning past dealings with a customer or a client.
